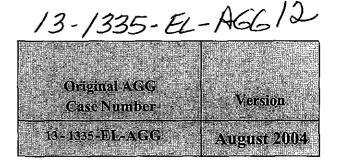
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# **Ohio** Public Utilities Commission



# **RENEWAL APPLICATION FOR AGGREGATORS/POWER BROKERS**

Please print or type all required information. Identify all attachments with an exhibit label and title (Example: Exhibit A-10 Corporate Structure). All attachments should bear the legal name of the Applicant. Applicants should file completed applications and all related correspondence with the Public Utilities Commission of Ohio, Docketing Division; 180 East Broad Street, Columbus, Ohio 43215-3793.

This PDF form is designed so that you may input information directly onto the form. You may also download the form, by saving it to your local disk, for later use.

## A. <u>RENEWAL INFORMATION</u>

A-1 Applicant's legal name, address, telephone number, PUCO certificate number, and web site address

Legal Name Supernova Partners, LLC, Affordable Gas & Electric Company, LLC Address 10749 E Garden Rd, Mt. Vernon, IL 62864 PUCO Certificate # and Date Certified 13-709E(1) on 7/9/2013 Telephone # (618) 204-0115 Web site address (if any) www.agellc.com

A-2 List name, address, telephone number and web site address under which Applicant will do business in Ohio

Legal Name Supernova Partners, LLC, Affordable Gas & Electric Company, LLC Address 10749 E Garden Rd, Mt. Vernon, IL 62864 Telephone # (618) 204-0115 Web site address (if any) www.agellc.com

A-3 List all names under which the applicant does business in North America Supernova Partners, LLC, Affordable Fas & Electric Company, ULC

## A-4 Contact person for regulatory or emergency matters

Name Jeffrey C Haarmann			2015
Title Managing Partner			
Business address 10749 E Garden Rd,	Mt. Vernon, IL 62864	-0	MNC
Telephone # (618) 204-0115	Fax # (618) 205-5069		
E-mail address (if any) ihaarmann@su	upernovapartners.cc		
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A-5 Contact person for Commission Staff use in investigating customer complaints

 Name Jeffrey C Haarmann

 Title Managing Partner

 Business address 10749 E Garden Rd, Mt. Vernon, IL 62864

 Telephone # (618) 204-0115

 Fax # (618) 205-5069

 E-mail address (if any) jhaarmann@supernovapartners.c

A-6 Applicant's address and toll-free number for customer service and complaints

Customer Service address 10749 E Garden	n Rd, Mt. Vernon, IL 62864	
Toll-free Telephone # (855) 682-0222	Fax # (618) 204-0115	
E-mail address (if any) info@agellc.com		

## A-7 Applicant's federal employer identification number # 45-5136377

## A-8 Applicant's form of ownership (check one)

Sole Proprietorship	□Partnership
Limited Liability Partnership (LLP)	Limited Liability Company (LLC)
Corporation	[] Other

## PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

- A-9 <u>Exhibit A-9 "Principal Officers, Directors & Partners"</u> provide the names, titles, addresses and telephone numbers of the applicant's principal officers, directors, partners, or other similar officials.
- A-10 <u>Exhibit A-10 "Corporate Structure,"</u> provide a description of the applicant's corporate structure, including a graphical depiction of such structure, and a list of all affiliate and subsidiary companies that supply retail or wholesale electricity or natural gas to customers and companies that aggregate customers in North America.

# B. <u>APPLICANT MANAGERIAL CAPABILITY AND EXPERIENCE</u>

## PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

- **B-1** <u>Exhibit B-1 "Jurisdictions of Operation,"</u> provide a list of all jurisdictions in which the applicant or any affiliated interest of the applicant is, at the date of filing the application, certified, licensed, registered, or otherwise authorized to provide retail or wholesale electric services including aggregation services.
- **B-2** Exhibit B-2 "Experience & Plans," provide a description of the applicant's experience and plan for contracting with customers, providing contracted services, providing billing statements, and responding to customer inquiries and complaints in accordance with Commission rules adopted pursuant to Section 4928.10 of the Revised Code.

- **B-3** <u>Exhibit B-3 "Disclosure of Liabilities and Investigations,"</u> provide a description of all existing, pending or past rulings, judgments, contingent liabilities, revocation of authority, regulatory investigations, or any other matter that could adversely impact the applicant's financial or operational status or ability to provide the services it is seeking to be certified to provide.
- B-4 Disclose whether the applicant, a predecessor of the applicant, or any principal officer of the applicant have ever been convicted or held liable for fraud or for violation of any consumer protection or antitrust laws within the past five years.
  ☑ No
  ☑ Yes

If yes, provide a separate attachment labeled as <u>Exhibit B-4 "Disclosure of Consumer</u> <u>Protection Violations"</u> detailing such violation(s) and providing all relevant documents.

**B-5** Disclose whether the applicant or a predecessor of the applicant has had any certification, license, or application to provide retail or wholesale electric service including aggregation service denied, curtailed, suspended, revoked, or cancelled within the past two years.

⊡No □Yes

If yes, provide a separate attachment labeled as <u>Exhibit B-5</u> "Disclosure of <u>Certification Denial</u>, <u>Curtailment</u>, <u>Suspension</u>, <u>or Revocation</u>" detailing such action(s) and providing all relevant documents.

# C. FINANCIAL CAPABILITY AND EXPERIENCE

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

- C-1 <u>Exhibit C-1 "Annual Reports,"</u> provide the two most recent Annual Reports to Shareholders. If applicant does not have annual reports, the applicant should provide similar information in Exhibit C-1 or indicate that Exhibit C-1 is not applicable and why.
- C-2 <u>Exhibit C-2 "SEC Filings,"</u> provide the most recent 10-K/8-K Filings with the SEC. If applicant does not have such filings, it may submit those of its parent company. If the applicant does not have such filings, then the applicant may indicate in Exhibit C-2 that the applicant is not required to file with the SEC and why.
- C-3 <u>Exhibit C-3 "Financial Statements,"</u> provide copies of the applicant's two most recent years of audited financial statements (balance sheet, income statement, and cash flow statement). If audited financial statements are not available, provide officer certified financial statements. If the applicant has not been in business long enough to satisfy this requirement, it shall file audited or officer certified financial statements covering the life of the business.

- Exhibit C-4 "Financial Arrangements," provide copies of the applicant's financial **C-4** arrangements to conduct CRES as a business activity (e.g., guarantees, bank commitments, contractual arrangements, credit agreements, etc.).
- Exhibit C-5 "Forecasted Financial Statements," provide two years of forecasted C-5 financial statements (balance sheet, income statement, and cash flow statement) for the applicant's CRES operation, along with a list of assumptions, and the name, address, email address, and telephone number of the preparer.
- **C-6** Exhibit C-6 "Credit Rating," provide a statement disclosing the applicant's credit rating as reported by two of the following organizations: Duff & Phelps, Dun and Bradstreet Information Services, Fitch IBCA, Moody's Investors Service, Standard & Poors, or a similar organization. In instances where an applicant does not have its own credit ratings, it may substitute the credit ratings of a parent or affiliate organization, provided the applicant submits a statement signed by a principal officer of the applicant's parent or affiliate organization that guarantees the obligations of the applicant.
- **C-7** Exhibit C-7 "Credit Report," provide a copy of the applicant's credit report from Experion, Dun and Bradstreet or a similar organization.
- **C-8** Exhibit C-8 "Bankruptcy Information," provide a list and description of any reorganizations, protection from creditors or any other form of bankruptcy filings made by the applicant, a parent or affiliate organization that guarantees the obligations of the applicant or any officer of the applicant in the current year or within the two most recent vears preceding the application.
- **C-9** Exhibit C-9 "Merger Information," provide a statement describing any dissolution or merger or acquisition of the applicant within the five most recent years preceding the application.

gnature of Applicant & Title

Month

Commission # 15634201 My Commission Expires March 24, 2019 Sworn and subscribed before me this <u>27</u> day of <u>Mack</u>

ignature of official administering oath

Karthin Finch Motury Print Name and Title

KAITLIN FINCH Notary Public, Notary Seal State of Missouri St. Louis County

My commission expires on Mouth 24, 2019

<u>AFFIDAVIT</u>

State of Missouri::

Ross Glliott, Affiant, 1	being duly sworn/affirmed according to	o law, deposes and says that:	<b>.</b>	a., F
He/She is the Vice President	Office of Affiant) of	Partners, LCC, Add	Ravdade Gas licant); Compo	o-Elect

That he/she is authorized to and does make this affidavit for said Applicant,

- 1. The Applicant herein, attests under penalty of false statement that all statements made in the application for certification renewal are true and complete and that it will amend its application while the application is pending if any substantial changes occur regarding the information provided in the application.
- 2 The Applicant herein, attests it will timely file an annual report with the Public Utilities Commission of Ohio of its intrastate gross receipts, gross earnings, and sales of kilowatt-hours of electricity pursuant to Division (A) of Section 4905.10, Division (A) of Section 4911.18, and Division (F) of Section 4928.06 of the Revised Code.
- 3. The Applicant herein, attests that it will timely pay any assessments made pursuant to Sections 4905.10, 4911.18, or Division F of Section 4928.06 of the Revised Code.
- 4. The Applicant herein, attests that it will comply with all Public Utilities Commission of Ohio rules or orders as adopted pursuant to Chapter 4928 of the Revised Code.
- 5. The Applicant herein, attests that it will cooperate fully with the Public Utilities Commission of Ohio, and its Staff on any utility matter including the investigation of any consumer complaint regarding any service offered or provided by the Applicant.
- 6. The Applicant herein, attests that it will fully comply with Section 4928.09 of the Revised Code regarding consent to the jurisdiction of Ohio Courts and the service of process.
- 7. The Applicant herein, attests that it will use its best efforts to verify that any entity with whom it has a contractual relationship to purchase power is in compliance with all applicable licensing requirements of the Federal Energy Regulatory Commission and the Public Utilities Commission of Ohio.
- 8. The Applicant herein, attests that it will comply with all state and/or federal rules and regulations concerning consumer protection, the environment, and advertising/promotions.
- 9. The Applicant herein, attests that it will cooperate fully with the Public Utilities Commission of Ohio. the electric distribution companies, the regional transmission entities, and other electric suppliers in the event of an emergency condition that may jeopardize the safety and reliability of the electric service in accordance with the emergency plans and other procedures as may be determined appropriate by the Commission.
- 10. If applicable to the service(s) the Applicant will provide, the Applicant herein, attests that it will adhere to the reliability standards of (1) the North American Electric Reliability Council (NERC), (2) the appropriate regional reliability council(s), and (3) the Public Utilities Commission of Ohio. (Only applicable if pertains to the services the Applicant is offering)

11. The Applicant herein, attests that it will inform the Commission of any material change to the information supplied in the renewal application within 30 days of such material change, including any change in contact person for regulatory purposes or contact person for Staff use in investigating customer complaints.

That the facts above set forth are true and correct to the best of his/her knowledge, information, and belief and that he/she expects said Applicant to be able to prove the same at any hearing hereof. KAITLIN FINCH Notary Public. Notary Seal State of Missouri St. Louis County Commission # 15634201 My Commission Expires March 24, 2019

Signature of Affiant & Title

Sworn and subscribed before me this \_27\_\_\_\_ day of \_Muy 2015 Month

A)

Signature of official administering oath

NGitlin Finch: Notcery Print Name and Title

Year

My commission expires on March 24 2019

## Exhibit A-9 "Principal Officers, Directors and Partners"

Jeffrey Haarmann – Managing Partner 10749 E Garden Rd Mt Vernon, IL 62864 618.204.0115

Ross Calliott – Vice President of Operations 10749 E Garden Rd Mt Vernon, IL 62864 636.399.2501

## Exhibit A-10 "Corporate Structure"

Jeffrey Haarmann and Ross Calliott manage Supernova Partners, LLC, Affordable Gas & Electric Company, LLC. Managing Partner, Jeff Haarmann oversees all sales activity and strategy. Ross Calliott acts as Vice President of Operations overseeing back office operations.

Jeffrey Haarmann – Managing Partner

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Sales Staff

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Ross Calliott – VP of Operations  $\downarrow$ 

Back Office & Support Staff

## Exhibit B-1 "Jurisdiction of Operation"

Supernova Partners, LLC, Affordable Gas & Electric Company, LLC currently holds an Agent, Broker, and Consultant license in the State of Illinois and Broker/Aggregator certification in Ohio (13-709E(1) for electricity and 13-320G(1) for natural gas).

Exhibit B-2 "Experience and Plans"

Supernova Partners, LLC, Affordable Gas & Electric Company, LLC (AGE) is an expert in community and commercial aggregation programs. AGE currently represents 60 communities with approximately 25,000 households across Illinois and Ohio under opt-out aggregation programs.

AGE also represents the membership of 15 Chambers of Commerce, serving over 600 of small, medium, and industrialsized commercial accounts.

AGE intends to continue to grow its C&I and Community Aggregation businesses in Illinois and Ohio over the next 2 years.

#### Exhibit B-3 "Disclosure of Liabilities and Investigations"

Supernova Partners, LLC, Affordable Gas & Electric Company, LLC has no existing, pending or past rulings, judgments, contingent liabilities, revocation of authority, regulatory investigations, or any other matter that could adversely impact its financial or operational status or ability to provide the services it is seeking to be certified to provide.

## Exhibit C-1 "Annual Reports"

Supernova Partners, LLC, Affordable Gas & Electric Company, LLC is a privately held firm and files no annual reports to shareholders.

## Exhibit C-2 "SEC Filings"

Supernova Partners, LLC, Affordable Gas & Electric Company, LLC is a privately held firm and is not required to file with the SEC

## Exhibit C-3 "Financial Statements"

Please see attached "Exhibit C-3" for officer certified historical financial statements.

## Exhibit C-4 "Financial Arrangements"

Supernova Partners, LLC, Affordable Gas & Electric Company, LLC is privately financed by its owners.

## Exhibit C-5 "Forecasted Financial Statements"

Please see attached "Exhibit C-5" for officer certified forecasted financial statements.

## Exhibit C-6 "Credit Rating"

Supernova Partners, LLC, Affordable Gas & Electric Company, LLC does not have a credit rating; will provide bank references upon request.

## Exhibit C-7 "Credit Report"

Supernova Partners, LLC, Affordable Gas & Electric Company, LLC does not have a credit report; will provide bank references upon request.

Exhibit C-8 "Bankruptcy Information"

None.

## Exhibit C-9 "Merger Information"

None; no past or pending mergers.

## Exhibit C-3 "Financial Statements"

## 2013 and 2014 Profit and Loss Statements

	2013	2014	TOTAL
Ordinary Income/Expense			
Income	166,541.84	511,112.30	677,654.14
Gross Profit	166,541.84	511,112.30	677,654.14
Expense			
Bank Charges	460.20	200.73	660.93
Chamber Commissions	6,317.65	29,925.41	36,243.06
Chamber Dues	2,506.00	1,672.17	4,178.17
Contractor Bonus	100.00	500.00	600.00
Contractor Commissions	1,122.59	831.92	1,954.51
Contractor Stipend	0.00	7,500.00	7,500.00
Insurance	3,059.69	2,942.52	6,002.21
Interest Expense	588.33	0.00	588.33
Legal & Professional Fees	4,882.17	5,650.10	10,532.27
Meals and Entertainment	4,862.41	3,940.74	8,803.15
Miscellaneous	1,371.18	0.08	1,371.26
Total Payroll Expense	201,909.61	233,271.89	435,181.50
Permits	0.00	57.00	57.00
Phone & Internet	8,132.04	10,433.91	18,565.95
Professional Fees	0.00	300.00	300.00
Promotional	11,484.65	16,037.16	27,521.81
Public Notices	0.00	3,122.27	3,122.27
Rent or Lease	2,377.40	1,656.05	4,033.45
Repair & Maintenance	1,140.27	924.57	2,064.84
Shipping, Freight & Delivery	12.23	587.23	599.46
Supplies	3,800.19	6,916.38	10,716.57
Taxes & Licenses	1,124.65	562.50	1,687.15
Travel	9,712.73	12,365.78	22,078.51
Uniforms	788.79	1,953.88	2,742.67
Utilities	0.00	0.00	0.00
Total Expense	265,752.78	341,352.29	607,105.07
Net Ordinary Income	-99,210.94	169,760.01	70,549.07
Other Income/Expense			
Other Expense	8,318.29	0.00	8,318.29
Net Other Income	-8,318.29	0.00	-8,318.29
Net Income	-107,529.23	169,760.01	62,230.78

This statement has been prepared and certified by Ross Calliott, Vice President of Operations for AGE.

636-399-2501 ross.c@agellc.com

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Supernova Partners, LLC, Affordable Gas & Electric Company, LLC | Renewal Application | CASE #13-1335-EL-AGG | Exhibits Page 3 of 6

## Exhibit C-3 "Financial Statements"

## Balance Sheet through Q1 of 2015

#### As of Mar 31, 15

ASSETS	
Current Assets	
Checking/Savings	
AGE Primary Checking	102,937.81
Total Checking/Savings	102,937.81
Total Current Assets	102,937.81
TOTAL ASSETS	102,937.81
LIABILITIES & EQUITY	
Equity	
Retained Earnings	61,730.78
SNP Draw	-26,367.37
Net Income	67,574.40
Total Equity	102,937.81
TOTAL LIABILITIES & EQUITY	102,937.81

This statement has been prepared and certified by Ross Calliott, Vice President of Operations for AGE

636-399-2501 ross.c@agellc.com

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by Ross		anto
This statement has been prepared and certified by Ross	Calliott, Vice President of Operations for AGE.	636-399-2501 1 ross c@agellc com

Exhibit C-5 "Forecasted Financial Statements"

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Projected
2015

636-399-2501   ross.c@agellc.com	agellc.com	7 202	Fost atter	Ð	Ā	015 Projec	2015 Projected P and I						
	January	February	March	<u>April</u>	May	June	Vlut	August	September	October	November	December	TOTAL
Total Existing Revenue	\$36,301	\$44,819	\$42,301	\$40,728	\$58,995	\$35,396	\$37,201	\$41,665	\$38,664	\$35,496	\$32,614	\$30,715	\$474,895
Total New Revenue	\$677	\$1,354	\$5,632	\$7,246	\$7,924	\$8,601	\$9,278	\$9,955	\$10,633	\$12,961	\$13,638	\$14,315	\$102,215
Existing Chamber Comm	(\$2,500)	(\$2,500)	(\$2,500)	(\$2,500)	(\$2,500)	(\$2.500)	(\$2.500)	(\$2.500)	(\$2.500)	(\$2.500)	(\$2.500)	(\$2.500)	(\$30,000)
New Chamber Comm	(\$95)	(\$190)	(\$788)	(\$883)	(\$978)	(\$1,073)	(\$1,168)	(\$1,263)	(\$1,357)	(\$1,683)	(\$1,778)	(\$1,873)	(\$13,129)
Existing Payroll Expense	(\$18,333)	(\$18,333)	(\$18,333)	(\$18,333)	(\$18,333)	(\$18,333)	(\$18,333)	(\$18,333)	(\$18,333)	(\$18,333)	(\$18,333)	(\$18,333)	(\$220,000)
New Salary Expense						(\$2,083.33)	(\$2,083.33)	(\$2,083.33)	(\$2,083.33)	(\$2,083.33)	(\$2,083.33)	(\$2,083.33)	(\$14,583)
New Comm Expense	(\$68)	(\$135)	(\$563)	(\$725)	(\$792)	(\$860)	(\$928)	(966\$)	(\$1,063)	(\$1,296)	(\$1,364)	(\$1,432)	(\$10,221)
Net Salary Expense	\$15,982	\$25,015	\$25,748	\$25,533	\$44,315	\$19,147	\$21,467	\$26,446	\$23,959	\$22,561	\$20,193	\$18,809	\$289,176
<b>Operating Expenses</b>													
Bank Charges	(\$38)	(\$38)	(\$38)	(\$38)	(\$38)	(\$38)	(\$38)	(\$38)	(\$38)	(\$38)	(\$38)	(\$38)	(\$450)
Insurance	(\$667)	(\$667)	(\$667)	(\$667)	(\$667)	(\$667)	(\$667)	(\$667)	(\$667)	(\$667)	(\$667)	(\$667)	(\$8,000)
Legal & Prof Fees	(\$833)	(\$833)	(\$833)	(\$833)	(\$833)	(\$833)	(\$833)	(\$833)	(\$833)	(\$833)	(\$833)	(\$833)	(\$10,000)
Meals & Ent	(\$417)	(\$417)	(\$417)	(\$417)	(\$417)	(\$417)	(\$417)	(\$417)	(\$417)	(\$417)	(\$417)	(\$417)	(\$5,000)
Phone & Inet	(\$1,250)	(\$1,250)	(\$1,250)	(\$1,250)	(\$1,250)	(\$1,250)	(\$1,250)	(\$1,250)	(\$1,250)	(\$1,250)	(\$1,250)	(\$1,250)	(\$15,000)
Promo	(\$1,667)	(\$1,667)	(\$1,667)	(\$1,667)	(\$1,667)	(\$1,667)	(\$1,667)	(\$1,667)	(\$1,667)	(\$1,667)	(\$1,667)	(\$1,667)	(\$20,000)
Rent or Lease	(\$250)	(\$250)	(\$250)	(\$250)	(\$250)	(\$250)	(\$250)	(\$250)	(\$250)	(\$250)	(\$250)	(\$250)	(\$3,000)
Shipping	(\$167)	(\$167)	(\$167)	(\$167)	(\$167)	(\$167)	(\$167)	(\$167)	(\$167)	(\$167)	(\$167)	(\$167)	(\$2,000)
Supplies	(\$1,667)	(\$1,667)	(\$1,667)	(\$1,667)	(\$1,667)	(\$1,667)	(\$1,667)	(\$1,667)	(\$1,667)	(\$1,667)	(\$1,667)	(\$1,667)	(\$20,000)
Licenses	(\$83)	(\$83)	(\$83)	(\$83)	(\$83)	(\$83)	(\$83)	(\$83)	(\$83)	(\$83)	(\$83)	(\$83)	(\$1,000)
Travel	(\$1,250)	(\$1,250)	(\$1,250)	(\$1,250)	(\$1,250)	(\$1,250)	(\$1,250)	(\$1,250)	(\$1,250)	(\$1,250)	(\$1,250)	(\$1,250)	(\$15,000)
Total OpEX	(\$8,288)	(\$8,288)	(\$8,288)	(\$8,288)	(\$8,288)	(\$8,288)	(\$8,288)	(\$8,288)	(\$8,288)	(\$8,288)	(\$8,288)	(\$8,288)	(\$99,450)
Net Income	\$7,695	\$16,728	\$17,460	\$17,246	\$36,027	\$10,860	\$13,180	\$18,158	\$15,672	\$14,273	\$11,905	\$10,522	\$189,726

and certified by Ross	ons for AGE.	
This statement has been prepared and certified by Ross	Calliott, Vice President of Operations for AGE.	

2016 Projected P and L

Exhibit C-5 "Forecasted Financial Statements"

636-399-2501 | ross.c@agellc.com  $\mathcal{R}_{\mathcal{N}}$ 

2016 Proje

636-399-2501   ross.c@agellc.com	c@agellc.cc		K-2 CUT	$\wedge$	9102	2016 Projected P and L	r and L						
	<u>January</u>	February	March	April	<u>May</u>	June	<u>ylut</u>	August	September	<u>October</u>	November	December	TOTAL
Total Existing Revenue	\$40,527	\$50,038	\$47,226	\$45,470	\$65,864	\$39,517	\$41,533	\$46,516	\$43,166	\$39,629	\$36,411	\$34,292	\$530,190
													-
Total New Revenue	\$1,016	\$2,032	\$8,448	\$10,870	\$11,886	\$12,901	\$13,917	\$14,933	\$15,949	\$19,441	\$20,457	\$21,473	\$153,322
Existing Chamber Comm	154 157	(¢A 167)	(¢A 167)	(CA 167)	1671 ISI	164 167V	(CA 167)	(57 V)	(E1 151	(51 151)	(¢4 167)	(¢4.167)	
	(10712)		(101.40)	(101.44)	(10T'+C)	(/0T'+¢)	(/oT'+¢)	(/01,44)	(/OT'+¢)	(/or'+c)	(/0T'+¢)	(/OT (+¢)	(nnn/nce)
New Chamber Comm	(\$142)	(\$284)	(\$1,183)	(\$1,522)	(\$1,664)	(\$1,806)	(\$1,948)	(\$2,091)	(\$2,233)	(\$2,722)	(\$2,864)	(\$3,006)	(\$21,465)
Existing Payrol! Expense	(\$21,848)	(\$21,848)	(\$21,848)	(\$21,848)	(\$21,848)	(\$21,848)	(\$21,848)	(\$21,848)	(\$21,848)	(\$21,848)	(\$21,848)	(\$21,848)	(\$262,178)
New Salary Expense	(\$2,083.33)	(\$2,083.33)	(\$2,083.33)	(\$2,083.33)	(\$2,083.33)	(\$2,083.33)	(\$2,083.33)	(\$2,083.33)	(\$2,083.33)	(\$2,083.33)	(\$2,083.33)	(\$2,083.33)	(\$25,000)
New Comm Expense	(\$102)	(\$203)	(\$845)	(\$1,087)	(\$1,189)	(\$1,290)	(\$1,392)	(\$1,493)	(\$1,595)	(\$1,944)	(\$2,046)	(\$2,147)	(\$15,332)
Net Salary Expense	\$13,201	\$23,484	\$25,548	\$25,633	\$46,799	\$21,224	\$24,012	\$29,767	\$27,189	\$26,306	\$23,860	\$22,513	\$309,537
Operating Expenses													
Bank Charges	(\$41)	(\$41)	(\$41)	(\$41)	(\$41)	(\$41)	(\$41)	(\$41)	(\$41)	(\$41)	(\$41)	(\$41)	(\$495)
Insurance	(\$733)	(\$733)	(\$733)	(\$733)	(\$733)	(\$733)	(\$733)	(\$733)	(\$733)	(\$733)	(\$733)	(\$733)	(\$8,800)
Legal & Prof Fees	(\$917)	(\$917)	(\$917)	(\$917)	(\$917)	(\$917)	(\$917)	(\$917)	(\$917)	(\$917)	(\$917)	(\$917)	(\$11,000)
Meals & Ent	(\$458)	(\$458)	(\$458)	(\$458)	(\$458)	(\$458)	(\$458)	(\$458)	(\$458)	(\$458)	(\$458)	(\$458)	(\$5,500)
Phone & Inet	(\$1,375)	(\$1,375)	(\$1,375)	(\$1,375)	(\$1,375)	(\$1,375)	(\$1,375)	(\$1,375)	(\$1,375)	(\$1,375)	(\$1,375)	(\$1,375)	(\$16,500)
Promo	(\$1,833)	(\$1,833)	(\$1,833)	(\$1,833)	(\$1,833)	(\$1,833)	(\$1,833)	(\$1,833)	(\$1,833)	(\$1,833)	(\$1,833)	(\$1,833)	(\$22,000)
Rent or Lease	(\$275)	(\$275)	(\$275)	(\$275)	(\$275)	(\$275)	(\$275)	(\$275)	(\$275)	(\$275)	(\$275)	(\$275)	(\$3,300)
Shipping	(\$183)	(\$183)	(\$183)	(\$183)	(\$183)	(\$183)	(\$183)	(\$183)	(\$183)	(\$183)	(\$183)	(\$183)	(\$2,200)
Supplies	(\$1,833)	(\$1,833)	(\$1,833)	(\$1,833)	(\$1,833)	(\$1,833)	(\$1,833)	(\$1,833)	(\$1,833)	(\$1,833)	(\$1,833)	(\$1,833)	(\$22,000)
Licenses	(\$92)	(\$92)	(\$92)	(\$92)	(\$92)	(\$92)	(\$92)	(\$92)	(\$92)	(\$92)	(\$92)	(\$92)	(\$1,100)
Travel	(\$1,375)	(\$1,375)	(\$1,375)	(\$1,375)	(\$1,375)	(\$1,375)	(\$1,375)	(\$1,375)	(\$1,375)	(\$1,375)	(\$1,375)	(\$1,375)	(\$16,500)
Total OpEX	(\$9,116)	(\$9,116)	(\$9,116)	(\$9,116)	(\$9,116)	(\$9,116)	(\$9,116)	(\$9,116)	(\$9,116)	(\$9,116)	(\$9,116)	(\$9,116)	(\$109,395)
Net Income	\$4,085	\$14,367	\$16,432	\$16,517	\$37,683	\$12,108	\$14,896	\$20,651	\$18,073	\$17,190	\$14,744	\$13,397	\$200,142

Supernova Partners, LLC, Affordable Gas & Electric Company, LLC | Renewal Application | CASE #13-1335-EL-AGG | Exhibits Page 6 of 6